



WELCOME TO THE
ARMY MATERIAL SYSTEMS CONTRACTING COMMAND
JOINT MUNITIONS & LETHALITY
SMALL BUSINESS
OFFICE
BOOT CAMP

Topics to be covered:

- **Small Business Administration and Small Business Office**
- **Coordination Forms (DD Form 2579...)**
- **Define “Small”**
- **Categories of Small Businesses**
- **Order of Precedence**
- **Subcontracting Plans**
- **Command Small Business Targets**

Small Business Administration (SBA) & LCMC's Office of Small Business Programs (OSBP)

- SBA is a separate agency
- LCMC OSBP is part of
Department of Defense/Army
- SBA-PCR
**(Procurement Center
Representatives)**
- OSBP's Outlook Address:
 - » **Small Business Office**

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SBA/OSBP Coordination Forms

- **DD Form 2579**
- **Purpose:**
 - Present Acquisition Strategy
 - Give Past History
 - Coordination with OSBP/SBA
- **Ask for help from Eric Bankit
973.724.3068**

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What Determines “small”



- Only SBA **(First Criteria)** determines size.
- “A business entity organized for profit, with a place of business located in the United States, **and which** operates primarily within the United States **or which makes a significant contribution to the U. S. economy through the payment of taxes or use of American products, material or labor**”

What Determines “small” ?

(Second Criteria)

- North American Industry Classification System Code (NAICS Code)
- FAR 19.102
<http://www.sba.gov/services/>
- Manufacturers = Number Employee
Services = Annual Gross
Sales

332 -- Fabricated Metal Product Manufacturing

<u>NAICS</u>	<u>Description</u>	
<u>Size</u>		
332116	Metal Stampings	500
332813	Electroplating, Plating, Polishing, Anodizing, and Coloring	500
332992	Small Arms Ammunition Manufacturing	
1,000		
332993	Ammunition (except Small Arms) Manufacturing	
1,500		

541 - Professional, Scientific & Technical Services

<u>NAICS</u>	<u>Description</u>	<u>Size</u>
541330	Engineering Services EXCEPT Military and Aerospace Equipment and Military Weapons	\$ 4.0M \$23.0M
	EXCEPT Marine Engineering and Naval Architecture	\$13.5M
541710	Engineering Services R&D in the Physical Engr & Life Sciences	500 Empl

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Small Business Categories

- **Small Business (SB)**
- **8(a) Certified Small Business**
- **HUB-Zone Small Business (HUB-Zone)**
- **Small Disadvantaged Business (SDB)**
- **Woman-Owned Small Business (WOSB)**
- **Service-Disabled Veteran-Owned Small Business / Veteran-Owned Small Business (SDVOSB/VOSB)**

8(a) Business Development Program

Requirements for 8(a) Status:

- **Small Business and U.S. Citizen *and***
- **51% owned & controlled by Socially & Economically Disadvantaged Individuals *and***
- **Certified by SBA (9 years) - not renewable**

Benefits:

- **Sole Source Contracts (<\$3.5M Services, <\$5.5M Mfg)**
- **Restricted Competition (>\$3.5M/\$5.5M, 2 or more)**

Historically Underutilized Business Zone Empowerment Contracting Program

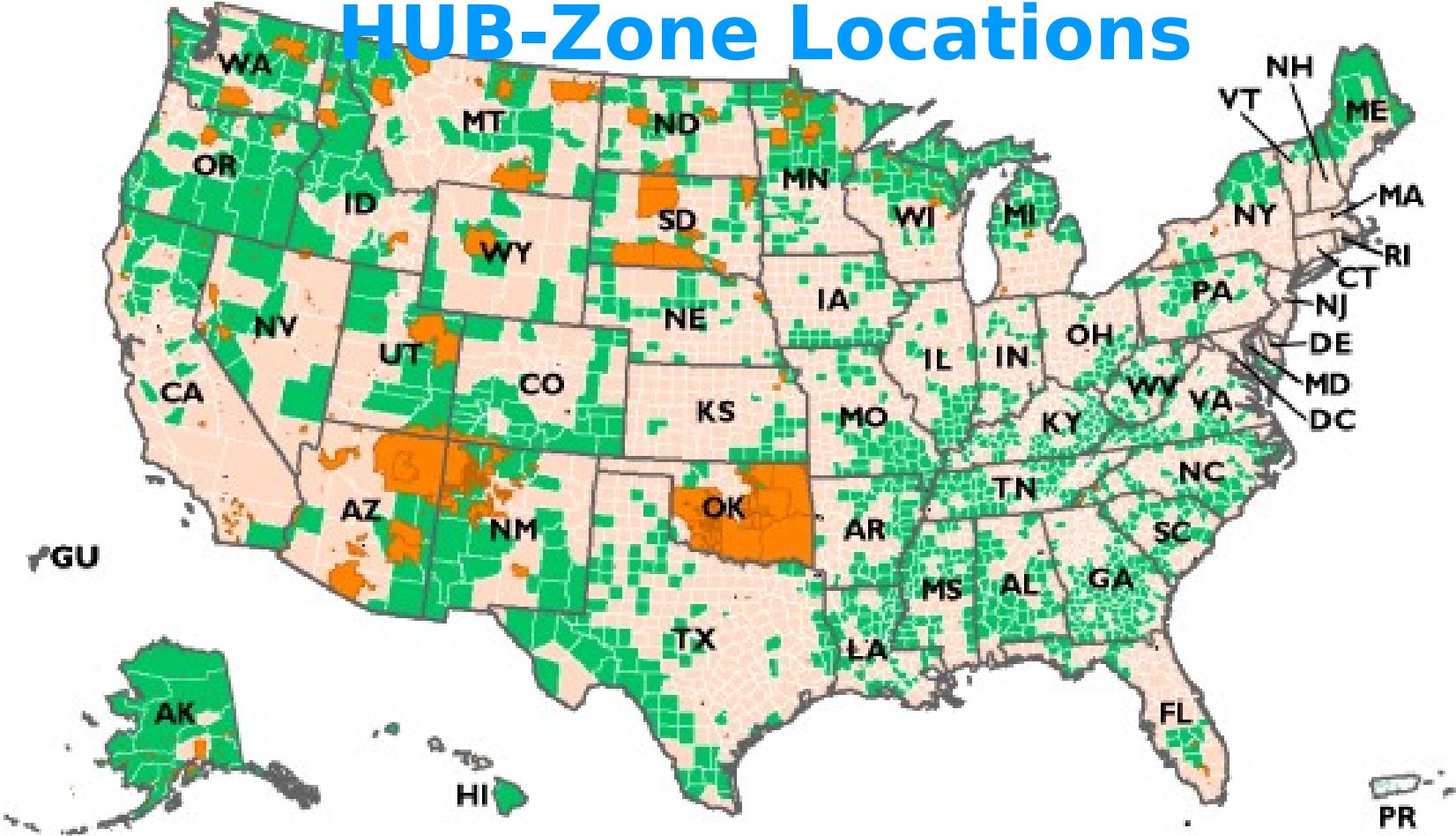
Requirements for HUB-Zone Certification by SBA:

- **Small Business and**
- **Located in a HUB-Zone,
<http://www.sba.gov/hubzone>**
and
- **51% Owned & Controlled by U.S. Citizens**
and
- **At least 35% employees reside in**
HUBZones
- **Certified for 3 years - renewable**

Benefits:

- **Restricted Competition (Any \$ amount, 2 or more)**

HUB-Zone Locations



Not Qualified

Indian Country

Qualified

***TO DETERMINE IF YOU ARE IN A HUB-ZONE
AREA***

CLICK THE LINK BELOW

Small Disadvantaged Business

Requirements for SDB Certification by SBA:

- **Small Business, and**
- **U.S. Citizen, and**
- **51% owned & controlled by Socially & Economically Disadvantaged Individuals, and**
- **certified as SDB by SBA (3 year cert - renewable)**

Benefits:

- **Subcontracting Goal**
- **10% Price Break on non-DOD Buys**
- **8(a) firms are SDBs.**

Woman-Owned Small Business

- Small business concern, and
- At least 51 percent owned by one or more women, and
- Whose management and daily business operations are controlled by one or more women.
- Self certification

Benefit:

- Subcontracting Goal, but no preference for Government buys

Service-Disabled Veteran-Owned Small Business &

- Small business concern, and
- At least 51 percent owned by service-disabled veterans / veterans, and
- Whose management and daily business operations are controlled by vets.
- Self certification

Benefit:

- **SDVOSB set aside:**
 - Competitive
 - Sole source allowed for <\$5.5M Mfg/<\$3M Svc w/J&A
- **Subcontracting Goals for SDVOSB & VOSB**

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Order of Precedence for Contracting

1. **8(a) Set Aside**
with preference for 8(a)/HUB-Zone firms

HUB-Zone Set Aside

(Competitive, then Sole Source)

Service Disabled Veteran Owned Small

Business Set Aside

(Competitive, then Sole Source)

2. **Small Business Set Aside (SBSA)**
3. **Partial SBSA**
4. **Full S. Open Competition**

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Subcontracting Plans

- **Required of Large Business Primes, >\$550K**
- **Types of Plans:**
 - Individual (one contract)
 - Master (3 yrs - no goals),
 - Commercial (company-wide for contractors selling commercial items)
 - Comprehensive Plan (enterprise-wide, test program)
- **SubK % Goals required for:**

SB, SDB, WOSB, VOSB, SDVOSB & HUBZone

Subcontracting Plans

(continued)

- Prior to award, SubK Plans are reviewed by SBO & SBA.
- Federal Standards for Goals (% of SubK \$):

23% SB	5% SDB	5% WOSB
3% VOSB	3% SDVOSB	3% HUB- Zone
- DFARS 219.705-4 , the PCO is required to "challenge any subcontracting plan that does not contain positive goals ...

A small disadvantaged business goal of less than five percent must be approved one level above the contracting officer.

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JOINT MUNITIONS & LETHALITY. LIFE CYCLE MANAGEMENT COMMAND

Office of Small Business Programs (AMSML-AQ-SB)

**Eric Bankit
Mary Rojas**

**Small Business Advisor, X3068
Admin Officer, X4106**

FAX: (973) 724-3002

Handy Small Business Web Sites

How Do I Find a Small Business? Who Can Help Me?

- **SBA's Dynamic Small Business Search Database**
 - http://dsbs.sba.gov/pro-net/dsp_dsbs.cfm
- **SBA's Definition of SBs and Size Standards** -
<http://www.sba.gov/size/indexguide.html#affiliates>
- **FAR Part 19 - Small Business Programs** -
<http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/far/19.htm>
- **Central Contractor Registration (CCR) Database**
 - <http://www.bpn.gov/CCRINQ/scripts/search.asp>

Dynamic Small Business Search

Key Search Elements



- **Geographical Location**
- **Type Of Business**
 - 8(a)
 - HubZone
 - SDVOSB
- **NAICS Code(s): 541330, 541710**
- **Key Words: Research, Scientific, Military, IT, R&D, Composite, Armor, etc.**
- **General Nature of Business**

Dynamic Small Business Search

Key Profile Features

- **Year Established**
- **Avg. Number of Employees**
- **Avg. Annual Gross Revenue**
- **8(a) Certification Date / Exit Date**
- **NAICS Codes**
 - **Primary & Secondary**
- **Narrative and Key Words**
- **Performance History (References)**